NO SNAG
COILOCK

815258
F50489
ECKERD
1.89
24301

Write Right

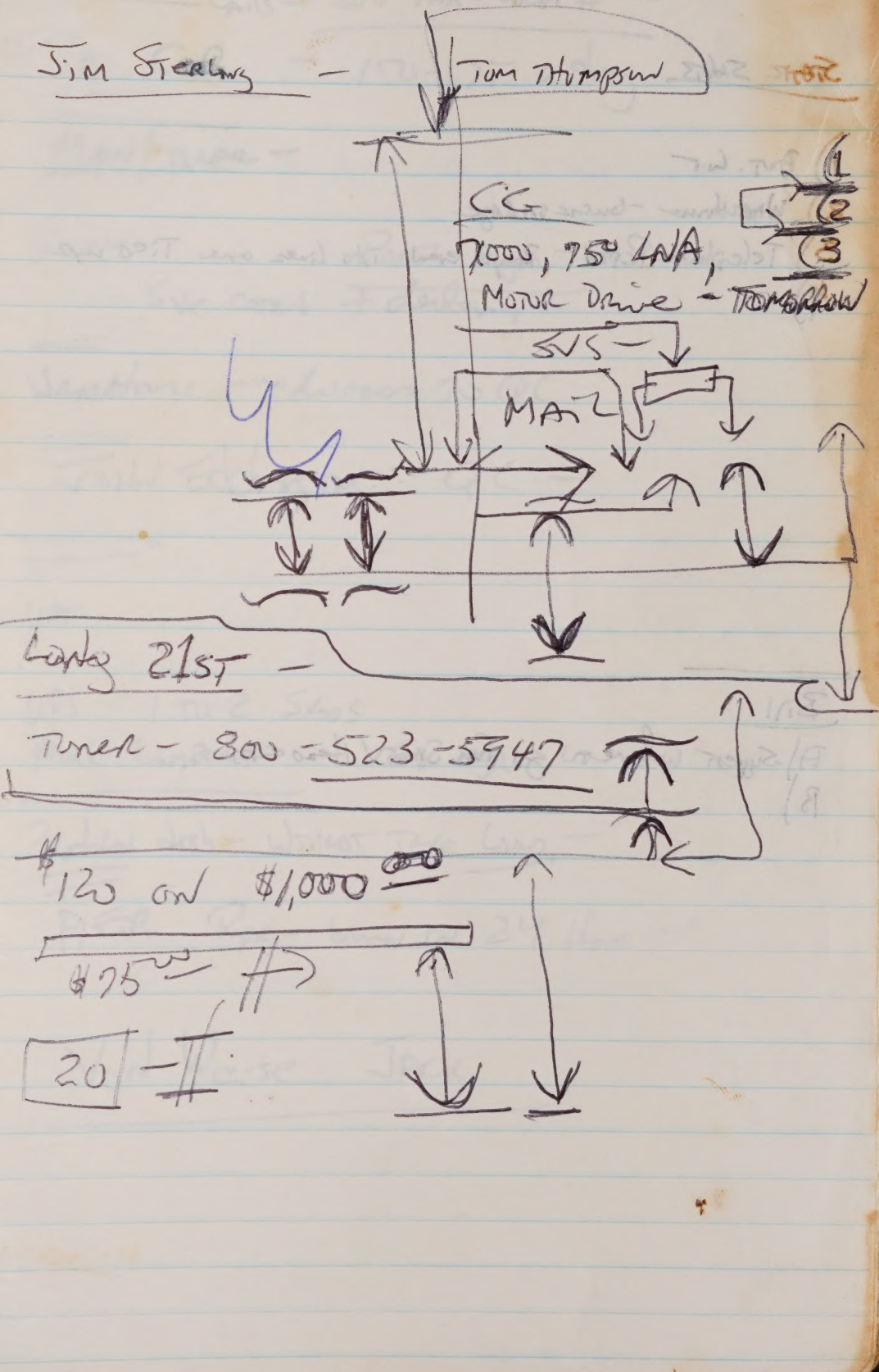
3 SUBJECT NOTEBOOK

150 SHEETS

9½ x 6 IN
(24.1cm x 15.2cm)
NO. 524301

UNION CAMP CORP. CHAMBLEE, GA 30341 • FRANKLIN, OH 45005

Lonnie – Spiz & Span


Jim Sterling –
Tom Thompson
CG
7.000, 75° LNA,
Motor Drive – Tomorrow
1
2
3
SVS –
MAZ
Lonty 21st –
Tuner – 800-523-5947
$120 ON $1,000
$75
20 –#

STATIC STATUS

1) ANT. LOT
2) WAREHOUSE - BUCK STORAGE
3) TELEPHONE RECEIV - RINGS EVEN INTO LINES ONE TIED UP
4)

BTL

A) SUGGEST WHERE TO GO FOR STATIC HEADINGS
B)

Calls — 500 1Hr - Local # —

RA GR — 150-175 a day

Mon/Tues —

Gary Parts Mgr
Svc Cons + Delem

Warehouse — Woods to QC

John Eddington - QC —

UPS - 1 to 2 Skids
Paul Lambert Svc Mgr

Problem desk - Without Take Load —

After Rpr - burn in 24 Hrs —

Von Weise Jack

Digitized by the Internet Archive
in 2024 with funding from
Amateur Radio Digital Communications, Grant 151

https://archive.org/details/ringednotebookho00unse

Tom Thompson

Tech Support / Will Have 3 to 4 techs available long term —

Diff in level — discrete / matrix / stereo

- Narrow to mono → discrete

Matrix is same vol as Audio

Cust. Svc. Gr —

1) Previous - Ron says answering telephone & fixing sears — focused group of people —

"Embellishment - 6 weeks —

A) Text writing

B) Field Servicemen

C) Trouble Shooters

D)

Film Cuts 2K pending —

A) Least Cuts Compelling Love - Random Seeds —

In field Support // Jim Sterling

Functions
1) To help set up new dist / answer tech questions
2) From TVRO dist TO

Long Term
Take a Packaged Tech. Seminar into field — various locations — (Group down Rates)

Sees on Regional basis — To use local dealers for local flavor & experience —

Service Course
65 now

Terry

Super SVC Gen — Super + X — repair any Sold anywhere
Majority use / as Sales tool — Can Benefit ever /

Why use / dist over another —

Service Course Can Fix 90% of Rcvrs —
A) Resume on Test — Licenses
B) Min. Set of Equip. — Sweep Gen — 100 MHz Scope — DVM —

Symptoms & Fixes — Not 45 days

~~Service~~ Service Gms - one not Handling all
of Gms - Forward on to Wm. —
- Increase Awareness of Dist. of importance
of

Top Sales awards
now
Terry Wiley - dealer - SVC Network —
Strong SVC Gms —
Top 3 SVC Gms —
— Advanced Nashville —

1) Qty of Repairs — #
Duration of " — Complaints —
Efficiency — driven by —

1) National Microdynamics — Dennis Hixson
Chattanooga, TN — does Down Grade
2) INC - L.R. Akk — Harlon Griggs -
Jim Wollen

3)
27.5K —
Cain & Bulgerton — Florida

Gordon Tape — 7 mins /

ISV Pending — TOTAL PICCE —

LWAS, DC, 460S,

A) LWA only Have, 502 only Have, 460, 770

SVC Cons do only Rcvrs —

How # a Month — 1120 a Month Rcvrs TO Repr Cons —

5 MOST FREQUENT INSTALLER ERRORS

TAKE Field Reports of Rcvrs — Mgmt TO QC as Incoming —

D/ Eng. The ~~Designed~~ Cfg — Sees —

A) ~~Redesign~~ Cfg

B) Cfg Versions

C) "Focus of Attention"

D)

Feed back from Japan — 1 Eng. permanently assigned TO Sec

Poss. Shoot

Pt 1 fuses — inside Rcvr

Pt 2 IF AGC, RF AGC, Mixer Pot
Video level,
Adjustments — Dynamic Range — Low for
Multiple Rcvrs —

Pt 3 — Polarotor Controls —
- Grn wire For Polarotor to 18Vdc - Surge over
Amp — Goes to 5VDC —

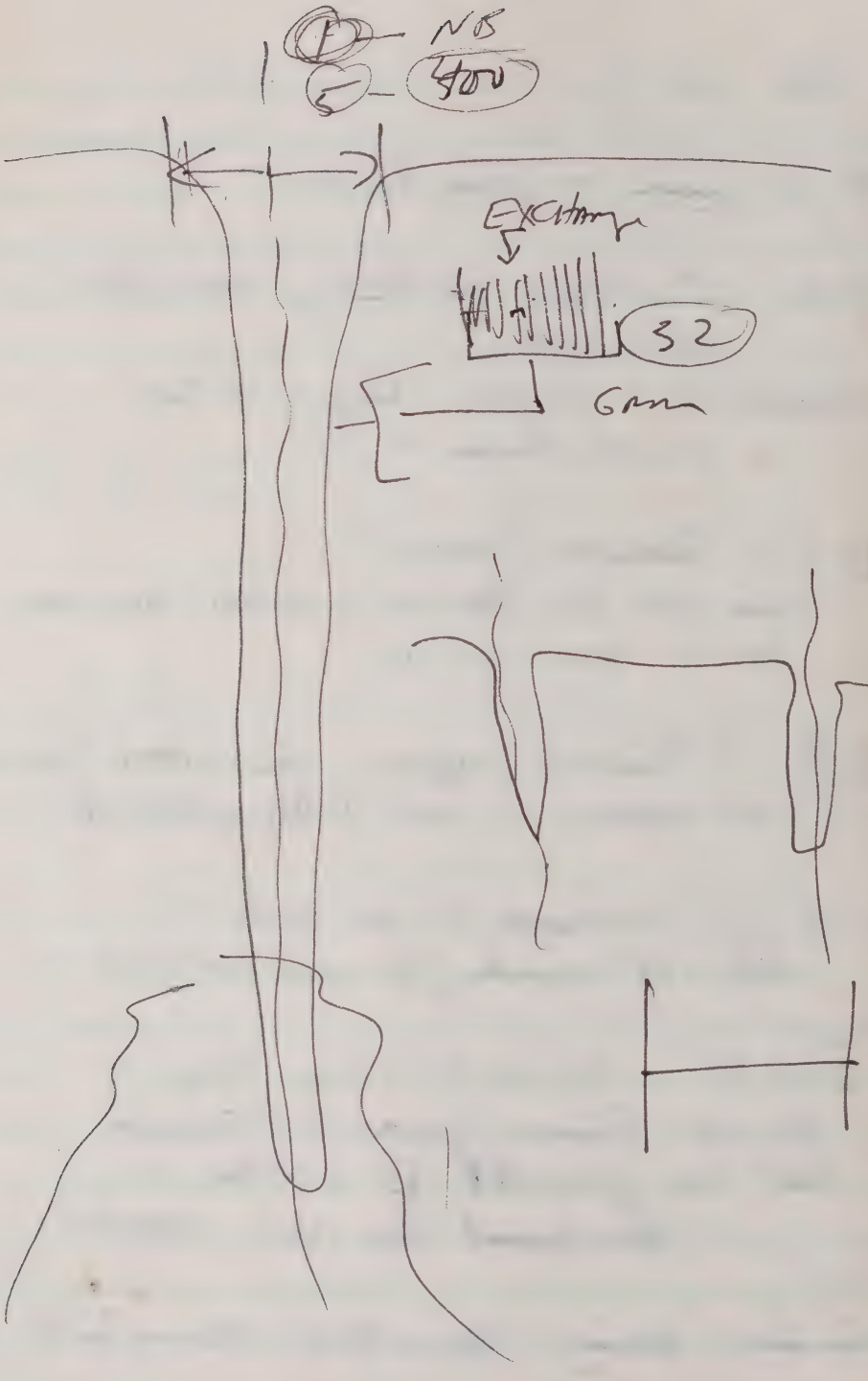
Pt 4 — Polarotor Adjust - How to Meas. Setup
Go Antenna — use Vt/Hz offsets Poss

Pt 5 — Actuator — not to do —
Stow - 25 no problem / 20 - some have worried —

---

5 Volt P/S — 24 Volt P/S — drop — drop —
Pwr gen — ((Current Limiter)) — Solution
but Pwr generated is still There —
— Wire burned Clear thru board —

For Heat — Adding — Extra Vents — Moving Parts


NS
400
32
6mm

QC — John Eddington
SVC — Paul Lambers

Morning:

1) SVC Sequence — Paul Lambers
2) QC Sequence — John Eddington
3) Training Seminar —

27.5 — 300C Sitting

26 OIC for year — Approx — > 44 mil

How you get over the hump —

90% — Flow Planning — Unidex Assoc.

— Purge all flow planning up to 3%

accrual —

A) Tics dealer to dist

B) 3% - Godrays

#81K — Subsidy —

(1,500 in 10 Rg Panoramapasing —)

Super Stores

Dalen — 8 dalers / 1 dalers /

1) 1T1/BW — Austin Flow Planning

— Credit Cards / 201K — Godrays /

— Stonpant

— Stream

—

2.69% Rate - accrual Godrays

#2572 - 2.69%

#66 00

Interest / Svc Charge

Each Co. uses Flow Planner own Choice —

10 ~~dealer~~ List / 200 dalers

— Flow Plan Minimum — #201K —

= Phil Scott at Unidex

Ron Helms at Unidex

Obviously any Mfg - Floor Planning is Standard -
Dealer - Has To Qualify - Dist. Pays SVC
Gen
1) Bus in Year
2) X Assets
3) X Cash
4) X Sales Record
or Have Big Assets

"They sell 3 a month more than the World -
Worst Floor Planning - If we sell to them - World
They get most of us - I feel for them,
They are the ones Missing it Happen Right now"

1) Salesmen on Floor
2) Stone - Heavy Decor Color
3) Floor Planning
4) Advertising
5) Subscription Installation Facility
6) SVC - Facility

In Big 2 yrs - Sold 75 2nd Month -
- Expense in The Stone - // Have To Spend
Money Promoting -
Sales go 10% of Gross - // Commission Create -

Salesmen gets guaranteed of Vacation

"Standard procedure in Consumer electronics"

Paperwork — External SVC Contracts

1) Warranty —
   SVC external SVC. Contract

Book — systems in 1986

Brown Forum 2 calls
Tom Miller - X 2
[AVCom
804-794-2500]

FLA
Brown
TC

A) Union Tape + Excerpts
B) Yap Tapes (2)
C) Look at McCullough
D) Look at BU

1) More Comments
2) Letter
3) TR Watch
4) Anderson BBC

Re Confirm Sunday -

Come at 30/P - EA - Miami
Bring back Cornell stuff

Can Cornell 2pm Thursday
+ KPC Thursday PM

Work new Plans for Electronic

Call Congress
SJR Revision + House

GA
GAR or 30/P CFLA)

FLA

1) Brown Tie
2) Do mail — Pay new Bills
3) Prepare Copies Jim Miller, Brad Fenton, Chris

Monday Night
A) YAP Edit
B) Untidy Notes Outline Part Call Bob - > 9pm

Thursday

A) Marshall - Plant - Quick as Pix C) TR Watch
B) Untidy Andru Bio - Start Edit
Bobs Call Part > 9pm

Wed

A) Untidy Andru Bio - Edit C) Work
B) Recruiting Sunday Fax At Gym

Part Call Bob - > 9pm

Thurs

A) Untidy Andru Bio
B) Miller on Screaming
Bobs Call Part - > 9pm

+ Bank
+ Elec. Bill

Fri

A) Untidy Andru Bio
B) Miller Column
Part Call Bob - > 9pm

Sat

A) Finish YAP
B) Comments, Re - 2 Cols
Bobs Call Part > 9pm

Sun

A) Andrew BOC
B) More Comments

Bills – Not Pressing

IAS (1/07)	#75
USS	1637
SVS	1489 (UV)
	$3201.00
Town	1923.16
	$5134.16

B.715 – Semi Pressing

Legal CompuServe –	$22.59 10
J + J	430 95
"	289 93
Pronar	715 72
Guc=	297.00
~~FAS~~	227.65
	150.00
	4370.35

Pharmacy
Canada
AVCom

775 72
198 80
298 00
+ 25 00

14248.01

2/06 STATEMENT VS OUTSTANDING

	$
8285	276.25
84	665.00
83	700.00
82	695.00
66	1036.00
46	172.38
40	220.00

3765.25

NOT USED

8279
80
81
78
71 - STR
72 - STR
68 - STR
69 - STR
03

81 98

STR TO WRITE

KPC VISTA - 220.00
" N - 60.00
" DR - 20.00

300.00

6765.25

Bills Pay (2/15) 31 M credit

		183.60
Pitney Bowes	(CM 93.45)	(CM 91.35) 70.09
Boeing		65.00
DOW		5.40
Steph	M/AP/MS	CM 00
ST. Andrew 1/20		587.26 KA
		492.21 TAC
Amex TCA		352.00
State Farm - Cinnella 84		526.00
Planting Concepts		22.50
~~AT&T~~ UTF		1044.36
Bell - 735-3538		6.24
Sears	(35)	35.00 ~~852.84~~
Plas. Card		2560.80
FPL		35.32
~~ET~~		3.48

Fedex 130.55
51.25
44.00 22.20

Gulf 706.45
~~1593.11~~
Amex Bg 253.87
Amex Gulf 465.44
JM 148.14
~~Channels~~ TRent 150.00
~~Plant~~ 0505 (CBell) 310.30
6249 (CBell) 47.42

No Longer – Scrolled –

1) Morning Show
2) Do Bandits II –
Specials / Frank Sinatra
is Ticket
3) Bandits – MGM
Truck – Conversion Coil –
MW? – 1.5 Miles – Max.
11pm ET Bandits /

4-5 Camera (Max)
Truck

Do 1st day
2nd day
Pay Cash For
Nova Show Night
Prior

Show Pizza up
Cost Thursday Night

#500 – 30
#800 – 60
350
– X –

(WCO Am Now) + (3X Per Week)

Pat – Louis Cad Bag
Chatsworth Toy

Cash
Truck – #171K
Uplink – 8.5K
= 1 RF Camera
on Floor /
= Bob Cinco
Produce

Sell #60K – Min.

Bumper Meeting
+ Dealer Board
Press Session

1/07/86

1) LOWER AD RATES

A) REDUCED CIRCULATION - DEALERS DROPPING OUT
B) AD PAGES going down - REDUCED # OF

2) BETTER BOOTH SPOT - CANCELLATIONS?

3) STORIES:

1) HYTEK - 120 EMPLOYEES FIRED
2) AMPLICA - 150 " "
3) JERRY MOORE - OUT OF WORK
4) SAT-TEC / being SUED by 4 PUBLICATIONS - OWES $20,000 TO SAT TV UPPORT.
5) JOEL L - NO LONGER WITH HYTEK - IN "TROUBLE"
6) GUY DAVIS - disappeared
7) CHRIS SCHULTHEISS - LEFT STV, ETC.
8) MANY BOOTH CANCELLATIONS at VEGAS SHOW -
9) WILSON close down -
10) Plus

AUTOMATION TECHNIQUES, INTERSAT, ETC.

11) WOLFORD'S WIFE/ $12M SETTLEMENT REQUESTED

12)

PLANT TRAYS
CENTERPIECE
5'x2' Cushion

Cash Synopsis 1/08/86

1) Balance	→	$ _____	?
2) 1/7 - 31	→	$115,000	≈
3) 1/12 - 31	→	$ 15,000	
4) House Refinance	→	$ 10,000	— 1/20
5) IRS #83		520	— Jan
6) IRS #81		960	— 3/15
7) Late Inv.		32,000	— 2/01
8) Tommy		25,000	— 2/01

21,500 + Bk Bal

Out - Thru 4/01

1) STZ 1/15	— 640 + 950	=	15,900
2) STZ 3/01	— 75,000	=	75,000
3) KPCCAR	— 4,000		4,000
4) Bill Clean up	— 9,000		9,000
5) Hurricane Clean up	— 6,000		6,000
			109,900 (110,000)

Approx Bal 4/01 = $100,000 + orig. Bk Bal

Monthly — to Avg

1) Income ₦15,000 - 3D
5,000 - (Net) un.Bon
₦ 20,000 =
3,000 Misc.
23,000

Outgo

1) STC — 6,400
2) Fun — 2,000
3) Rent — 800

Elec - 1800
MF - 1500
VTP - 2600
Trans - 1200
Com/Gas - 500
Misc. - 800
Ins - 400
8500

→ 17.2 —
Spendable Balance of ₦5,800
P/M

United Satellite University

1) 8 to 10 Courses New in 1986 —
   Each Course is in Booklet / Separate /
   and on Videotape —
2) Technical Courses have Pract. (optional)
   Test Equipt —
   1) Signal Pulse Meter
   2) DC / AC Test
   3) SA
3) Successful Completion of Each
   Course Earns Certificate for
   Participant —
4) Lvls of Courses - Tech to Sales to
   Bus Management

Courses

1) Price Per Course - $50

2) Dealer Turn in Warranty Cards - Cards Earn Credits For Courses -
ie:
   A) $10 per Card = 1 Free Course Per Month

3) Test Equipment Premiums -

   A) Assume We Can buy units @ 30% off List -
   B) Offer To dealers @ 10% off List but Allow Premiums To Apply For 20% of Total List Price -

Presentation

Need:

Lots From John Kael, Shawn
Proof of Stats / Comm Time is
Need Ours — 3 yrs — Ads
Analytics Renewal —

Gutter Board Layout — Interface
Board / Raw Video /

PSA $5 - Love it /

Advanced Text / 2 Parts / —

Box devices / Have Money / buy —
Get < $11K — With Stats Moving —

— A/ don't Lose 70 mph 3 Qtr - use
Highest one —
B) More Cost Life — Not
Enough — Ring out Station
Systems Not Enough Cost /

VRG Mtg

Mesh Has to be Right way —
12 — Put on one way —

A) Big dogs /

Atom — OK
Cosmos — VG
Marlin 41 — Fast

Cosmos Performance - Music exc —
Sensuin Terrible - Don't Buy It
Reinvent the wheel —

Ask Unisen How to Reduce
Count error / always
Has Problems /

Should have Square wheel
with Magnets and game on —

Space — Thrusting has to be
Thought on Regional Basis —

Mag declination Canon — Compass
Manual — 5.52 vs 6.52 —
Ken Burns problems —

Wireguard also //

Steam - 12 GB3 Storage -

- on Second Video display is
What is Sqling Packets /

over T1 - (on Server)

at 2nd Room Location -
on Scan - see what is one doing

With T1 - Cannot do like Gigabit -
Rack Boards

1) Steam - also no Schematics yet -
2) Mac Com - SU tether Never Seen -
Never get F1 - Too Far East
Never get G2 -
10' - Blackmagic -

3 Waves out Japanese - NoBi -
Mac Com also problem -

OBSC - 4 Low Orders - Worse Little
Whale and Dic - over 3 days -
3 Lie - Hard 100 days - Top of
The Line -

SPACE Seminars

Listed Courses, Selling —
— Analysis Work overhead —
— Using TV Classes to get started —
SpaceCertified —

Need some Analysis — aimed
what dealer Wants — NOT what
Tech Needs or Wants —

—

Typical Day Physical — Basic installation —
— Players Same Type as SVS
Focus
— about 50-50 members
— 24 dealers /

MY Wife (30 dealers) get into INTEST —
— nobody Trusts — Covering — Means
Nothing —

A) Should Be Passing And Failing Level —
B) Pay me Be $$ and You Pass —
dealers

—

Thinking — use F3R, F4 — NOT
G1, W5 — "you obviously have
Not been to one of my Schools"

Gary has Right ideas - go to his

Classes and you are armed -

- Tied up $27,500 Smart System -
often Attending SVS Classes -

- Why NC - ?

Lack of Cable - More Fiber -
NYC - Still don't have Cable -
People Finally want it -

If Cable got off the Butt -
Most Cable pays $50-$60 a Month

People don't have Paying $50 $60
a Month - Getting Nothing for

Techs Help during Set up
on Weekends -

Scramble

" Not Speaking W/ unified Voice / " - Common goal
Strategy to Strategy - get diff Strategies
1) New Tech - don't get it
2) Have to be unified
3)

Rod - " I think P&I is an important issue - at the Sprint level

" Play on Field - SIC - Big Worm
" Dissonance - Sell a dream only what he has ability to sell in years "

" Unfortunately these guys are not plugged in Technically "

35 mins / Sell Next Guy /

"Nobody Likes me - Is There an answer?"

"How can we expect to Fight the people if we can't use ideas with one another"

- "Get rid of Shame from Competitive To be Cleared up"

- Log + Legal Power - Foreword + 2 basic Words - dealing with problems

"Boy had better Policy - Get the most out of Business"

What can I Going to do to Solve my Trading Problem

- 830 disclosure - Confidential To Push - But what about tomorrow -

SL - YR of Nuclear
fallout -

Rm —

"Game Fishing"

Rural Electric - WSC —
Town Hall w/
wives

Target Leadership first
Then Expand to Balance of
Congress

Don't Look Opportunistic but Don't
Fail Bloody enough to be Concerned
about it /

LA Basin MTG - no "Professional" Committee
DIST -

STB

12 TOTAL

QUOTA

Hang in Hang -

Cut BACK ON other Lines

Rest B" Phase carefully Work at The
Common Level — one Warranty —

Last wk of May — Orient Trip

11 days — 14-25 or 18-28

Leave on Sunday -

March 29 - April 7 — Europe

(4)

3104

125m

6m pronounced

---

3 over 2 nos

2 over 2 nos

Bills

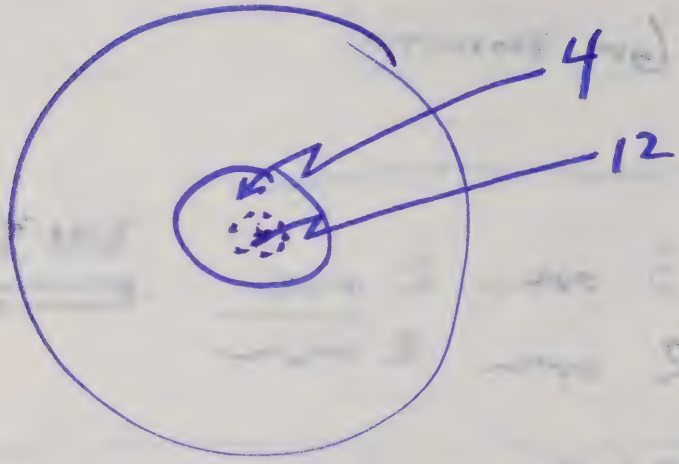
Full Page USA Today – Something

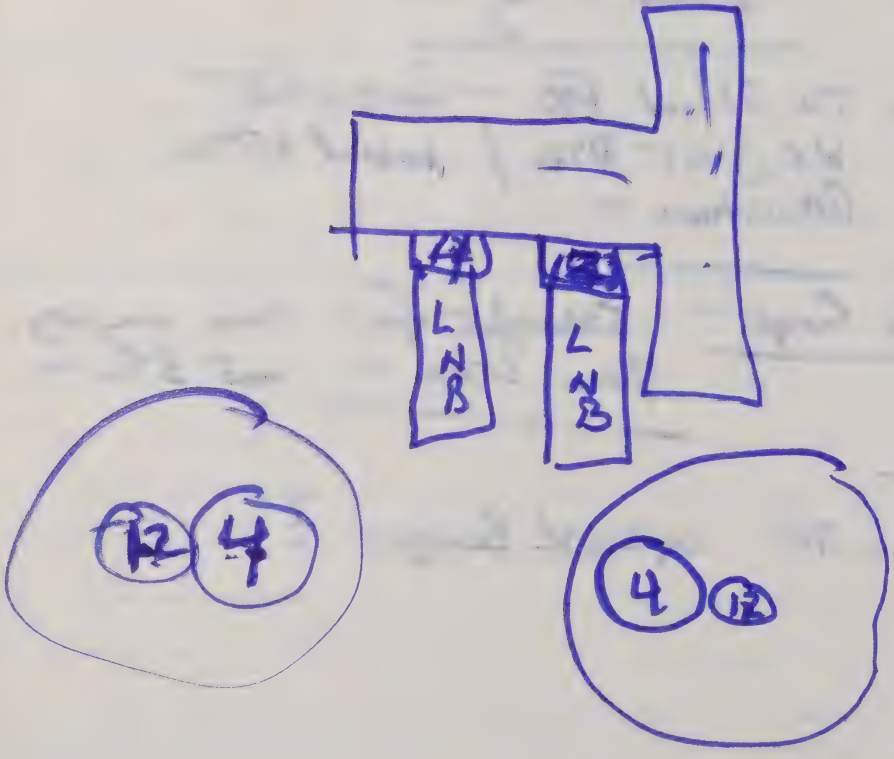
Go to Show Tees – Look what We just did / Excited with Brochure –

1% Corp – Straight fee – use anyway You like – no 3% –

12/16 in Upstroke Budget ?

C0 - PLANAR





Marketing + Svc + Installation

1) Ant Assembly – Tracing – Trouble Shooting –

2) Electronics – Theory of operation, install – Trouble Shooting

3) Multiple Rcvr Theory of op, install and Trouble Shooting

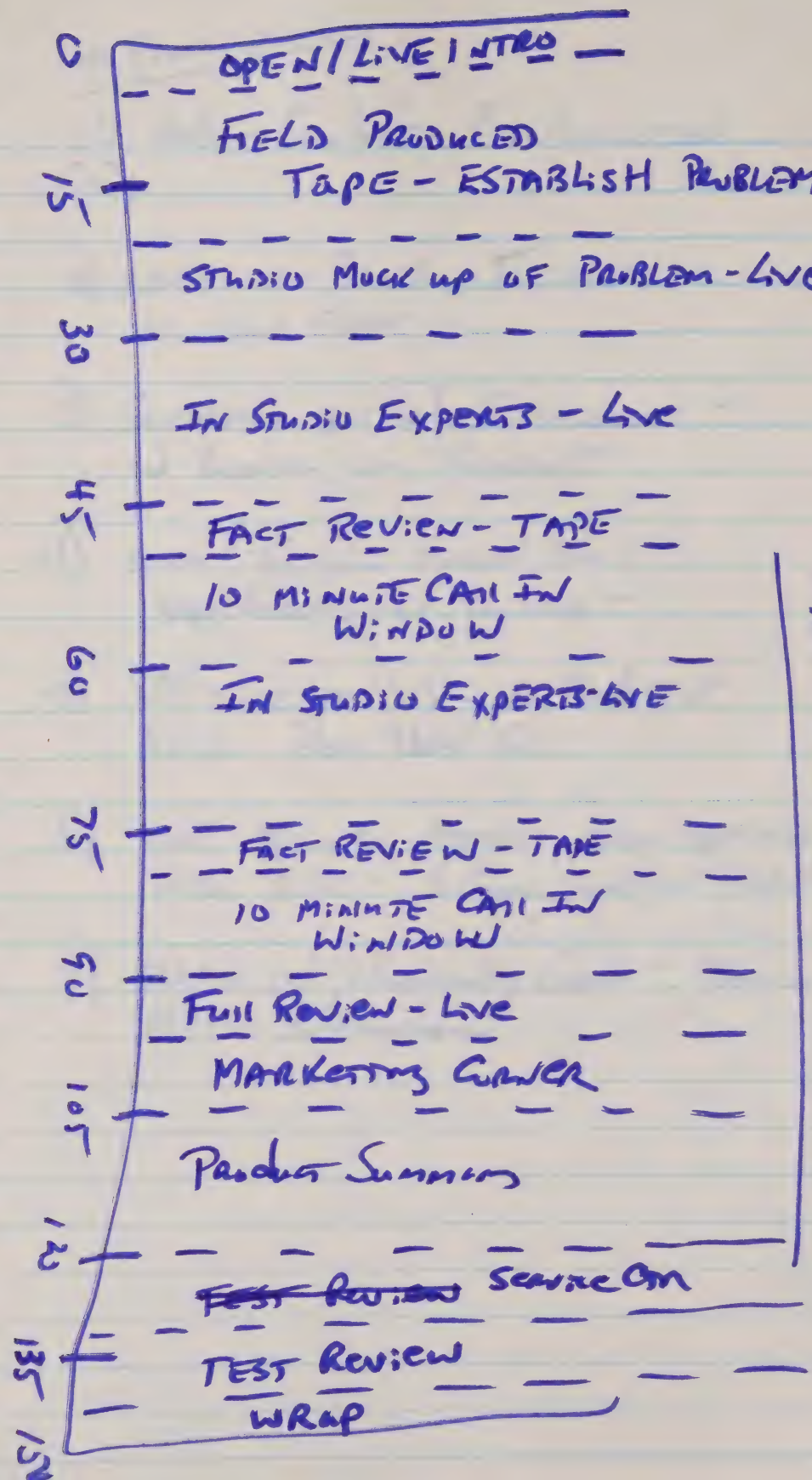
4) Acoustics – Drivers – Tracking – Theory of operation, install, Trouble Shooting

5) C + Ku Bands installs – dual Band Systems –

KEITH A

3 units

1) Mass
2) Gas up Works
3) RE Article – Max. exposure –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OPEN / LIVE INTRO
FIELD PRODUCED
TAPE - ESTABLISH PROBLEM
15
STUDIO MUCK UP OF PROBLEM - LIVE
30
IN STUDIO EXPERTS - LIVE
45
FACT REVIEW - TAPE
10 MINUTE CALL IN WINDOW
60
IN STUDIO EXPERTS - LIVE
75
FACT REVIEW - TAPE
10 MINUTE CALL IN WINDOW
90
FULL REVIEW - LIVE
MARKETING CORNER
105
PRODUCT SUMMARY
120
~~TEST REVIEW~~ SERVICE ON
135
TEST REVIEW
WRAP
2 HR TO 2.5 HR TIME BLOCK

To Participate

12 dealer Contracts Per Location
(10)

2) Adequate Repair Facilities –
to show Equip –

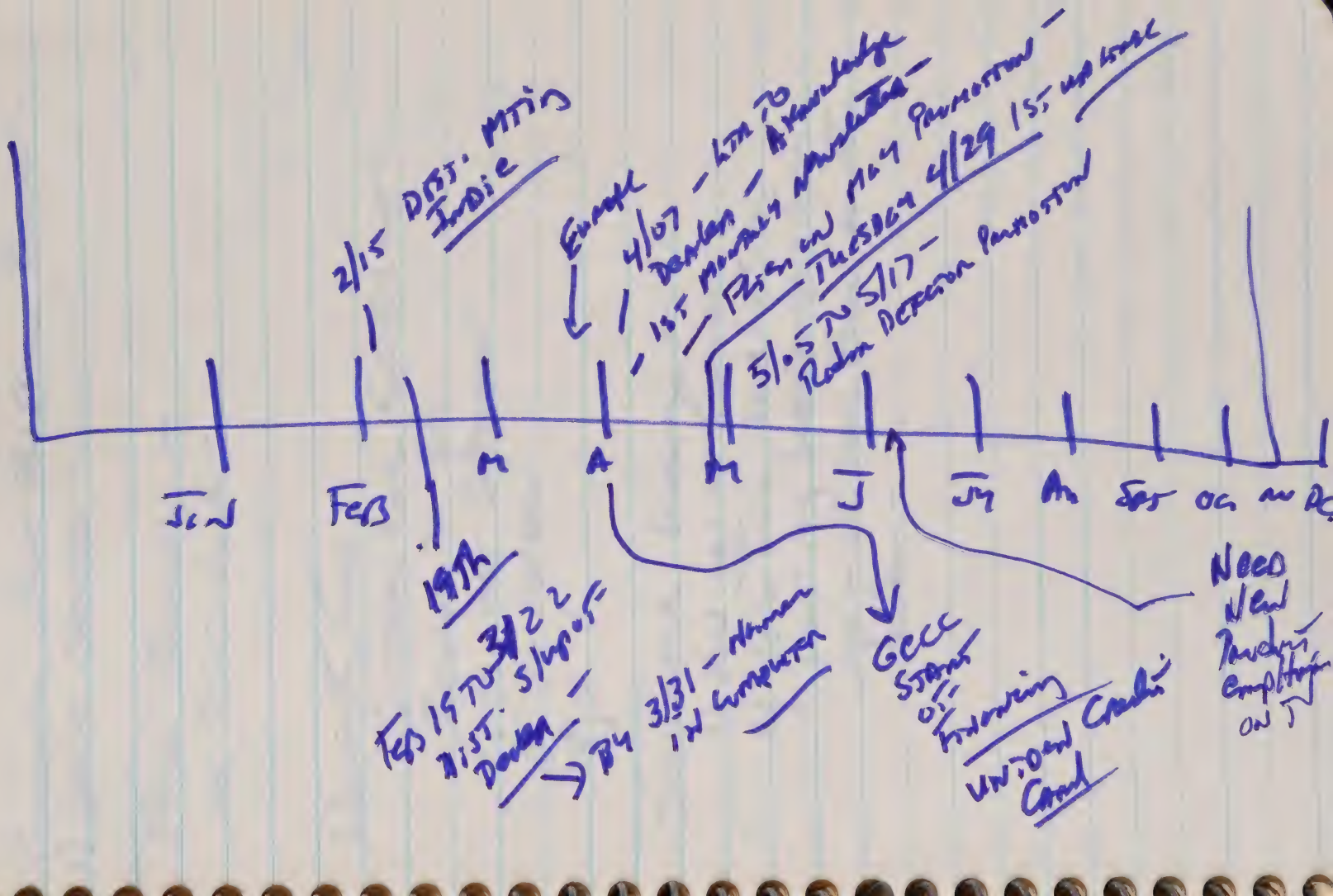
3) Certified Union Technician –
in House on Contract

4) Must Support Unused Plans –
Adv Locating and Rig Costs –

5) Wk to establish a Credit of
$25K From Plant Co.

6) Must execute Annual dealer Agreement
with Dist – 3 Copy Contract / Exhibit

7) Train in Warranty Claims – Dist.
Dist. Salesman


2/15 Dist. Mtng Indie
Example
4/07 - Ltr to Dealer - 1st Monthly Newsletter -
Plan on New Promotion -
Tuesday 4/29 15% up front
5/03 to 5/17 - Radio Decision Promotion
Jan
Feb
M
A
M
J
Jly
Aug
Sept
Oct
Nov
1977
Feb 15 to 3/22 1st Dealer Visit
5/wrap -
by 3/31 - Annual Comp
GECC Start of Financing
Window Credit Card
Need New Dealer Employee on J

Conversion Chart Sales Flow Planned –

1) WKLY CHECKOUT –

Flow Planning –
at Dist. Level –

Warranty Cards
1) Installer have Customer fill out –
Return to Boss
2) To Dist Salesman
3) To Union
4)

Distributor Leverage –
1) How Low can Sell – Why
2) Needs more Dlrs – If a
wants my Products – buy from
me – or Guy From another
dealer –

4/01 Tues Electronics

4/29 ~~Tues~~ Tues

6/10 Tues

7/15 Tues

9/09 Tues

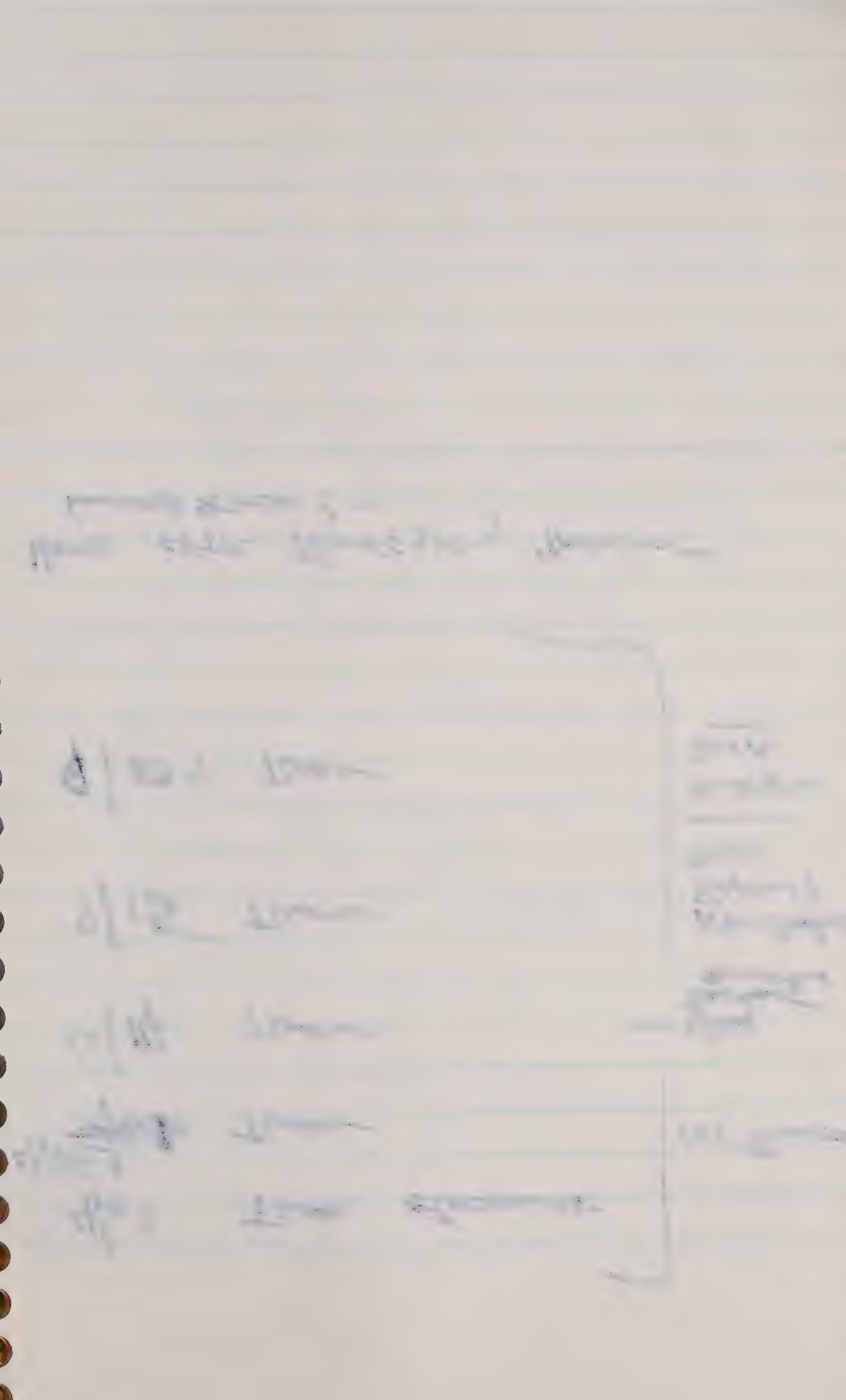
1st Promotion

— New Product Previews

New Product Reveal / Pepsi

Multiple Rewards

Head after Thanksgiving Promo — Sweepstakes? —



Your Home
is Now
Wired For
Cable TV -

To Activate
Your Cable
Connection -
Call

Your Home
Is Now
Ready For
Satellite TV!

GLEE

Tools and Resources —

1) YCS
2) Universal Sales Slips
3) " Contracts —
4) Counter Card

Universal — Previous dealers —

How to —

Pros

1) Make more money — low people selling product
2) Field training
3) Friendship

A) $12K – Monthly upload $80K

15K – Technical manuals –
3K – //

Need Plastic Boole – Cash
Certified dealer –

B) Consumer Video Type –
C) Technical – Video Type –
Big –

D) 2000 at $10 Phone
E) Cust Bldg Dlr monthly
Newsletter ? Part
of Package –

F) DLR Press Release Program
1) Auth. Dealer
2) New Product
3) Freeze thaw games ?
4) Multiple Revs ?

Display Case

Forthcoming Poster

Map Poster

Ads Slides / Live Art

TV Commercials - $150K -
or K&I

upgrade

"Give dealer environment
Fun profits"

Dist. Sales - dealer sales Tape
- 10 TO 13K - #26K

Brochure - 100m per dlr -
#40K

Do Yourself - $100K

Take out 14th

Jackass / at 2nd Test Confirmation 3rd -
If all 3 -
Dealer ID Badges

Andy
500, 1000, 1500 -
USA - 35
Union Net after $1250 w/ $50 Silver
Commission To Win
Ship 30 day Terms - Ship 12th
July, 12th Aug, 12th Sept, 12th Oct.
or Approximately Higher -
$1200 Net - X 100 = $120,000 X 5
= $800,000 TOTAL -

1st 50 Warranty Cards —
$55 each - deduction From
(Apply To) Courses —
1) Course Cost $50.00 Certified Test
2) -50 spread April / May / June / July —
OR 12.5 per Month —

Next 70 Cards — April ect —
Then Dec. 31st Sales — Turned in
1965 } By 1/20/87 — OR 50+70
1265 } =120 spread
700 = 70 x 10 —

April 1 To 12/31 = 13.33 per Month /

Dealer Avg —
April 10 —
Invoice Dealer For #1 / OR
Make 1st up Walk Now Course —

Pics

SSC, JOHN KOOS ISLAND, LAST WK MARCH - VACATION/ Spring Break —

#2 BOW Corvette 69 V

Orient Trip — is now LAST WK of May —

Budget

Uplink - $121K

151K - Test Manuals

~~165K~~ - Video Tape - Technical

(150K - TV Comm) - 75

261K ← Dist/DLR Sales Tools

100K ← Do Yourself - 50

Real	Almost Real	Plus	Save
120		150	75
15		100	50
16		250	
26			

177 = X 6/7 = 152K

Save 125K

15

140K

152 ÷ 6 shows = 25.3 per show

OR 5.3 Real Plus $20K production

Need Bid on:

Leasing of

JVC Editor	-420	
JVC Source	-250	
JVC Source	-250	
TBC x 2	-160	
SEG	-620	
Bymon, Lens	-500	
JVC 314 Deck	-420	Possable
	~~26,200~~	
	40,620	

40,620 ÷ 48 = $840 For 4 YRS

840
48 | 40620
384
220

1) Book Bub - Without alcohol -
Aisle Seat Forward - Non Smoking
2) Do Not Fly US Air Under
3) If With Pet / 2, Above, Non Smoking

Lumia - ABdun - Vacuum Cleaner

1 '20' at House –

---

99 mph / 60 Pull out
Along at Poles

Could WALK outside

---

3 Bars Wifi / 90 min Eye –
Off ocean

Fastened 2 dishes – 2 days –
Mount Let Loose – 5-6 Petals
Bent –
Days + Free ADM – OK –
Tilted
Worms from Bottoms

Days Mount Let Loose – Pulled Loss
Out – 1
ADM Closest Free –

---

at Tower – Looks Like
Putting Caps –
Problem operate as sleeves –
1/2" Bolts – Washers against
Pipe inside – Nut Digging
into Metal –

Monday

Col + feature - HSTV
Col x2 - RE
Marshall 8:30 AM
Photos
Confirm Gulf Atlantic
Pillows
Vacuum Cleaner
BKfast food -
2 - Vegetables
1 - Main Item
- Cook

Tues

Art Gfr
Mustangs
Broward Mall /
Drug Store
Groc. Store
Dinner/Kids
Freight

Calls

John R
Doug D - 2 mods

Carol

Sears order
✓ Fun 1st

Marshall

1) List Broken
2) Insurance Adjustments -
Skatfield -
3) Ants on Tower

John

1) Tape dup
2) Photos - dupes
3) Check -

GT TOWER –

25G – Rolled Golds out of Gone –

anything Penelope Stood Up –

Bettis – Wes Klemm –

BT TOWER –

Blue Hills – 20 Pure Pelon

Pepsyn Trees –

Constend –

Adam out of Jewland – Monsthills

Insurance Guy – Friday

2 dishes out of 4 –

80' Sailboat - Discovery Bay

Turtle Cove -

Couldn't stand in front of Dorm -

20-30 mile winds - 90 Minutes - Awoke 4:30 -

Adam - 3/4" boat cables to pan -

No food - Kerosene Cooker - Wheel left - Still no Power -

Discs close / Lost Roof -

4253

Pat ↑

Bethel

Gerald 8W - 842-8737
Mrs. Miller/ 483-8900

Full Cost → $32,360

2 out of 4

12:55 pm DL 97 - 2155

SF - 5:30

416pm

Anostasia — Dish/Rear — Whole 545

Bugg — 3 Rods + Mesh, New Post — 4" — Triangle Motor Mount — in Between Rod Supports

al Colon

Bus — 1 Rod + Outside Support Post + 3 Aluminum Trans Brackets

Dogg — 2 Rods, Mesh, Motor Mount —

Gran Dish

+2 Parabolic Mounts — Bottom Square Piece, L Brackets —

New VT. Ham

2 - 20's

1 - SSP -

Associates — 2

Sealer - Light Coloring

462 - 5420

CSD Revised

1) Vines Series
2) Mount Series
3) Foreign Shipments
4) Test Dept Corner
5) 12 GH3 systems — step by step
6) Changing Nature of IVRs Playmaking

A) Sunday Column — Op Ed Pages
B)

Changes

1) Distribution - OFF 80% - 90% Low
2) Spaces between words/feeds - Be Careful from Scrambled
3) Cables 20(22) TO Scramble
4) Numbers TO Scramble
5) Nature of Phone with Category designation of TVRO From user Command TO Hobbit unit - Ignoring Reducing the message size (2 or 3?)
6) Increase Premise of TVRO number bursts & Numbers on Bursts of (Four) Accum TO N unknown # of Sec Characters
7) Depth of dialing - Remember Plan system off - Letters From Rochester VIS ATVS SPACE
8) Space effort Family displaced - Joe Boyle, Person Jump legend any part of Thanksgiving.
9) Cm drops 6 bursts Vegas
10) Employee Log-off - Cm 20/ Version 125
11) Cable is erased

Cable - TOTAL INITIAL 36
" Scramble - 22
Near Cable Recs - 16 (Cm Pass) + 12 Spaces
Scramble - 12 + 12
Near C / Near B - 23
6

40
1-12
28

16 + 12 + 12 + 23 + 6 = 69

69 / 2 = 34.5

34.5 + 34.5 = 69

E

Shuttle failure — > #400m ins.
Loose piston to Loss — stress loss —
100% Jump w/ Pedestrians piston to Loss —

3) Long Prog bone periods, uncertain Regulatory environment — Potential bonds may be getting scarce

4) Bondy — Limited Fac Vision —
Now up to Comms — NVT Victory

Chautauqua / Populist

Indian & Cowboy speech

Cracking Title Wagon

Farmers

Anti Trust Laws

Farm & Ranch Life

Best Sound

Cable Technology

Steel Mine & Smelter

51618-3

Home Side -45-

D1

Access

Performance must be Plain —

Protection of recorded Buxes

Wants to Hear — Swedish operettas

—

Jumping underdown

Copyright Issue

PBS

NAME

Brian GRIPE / Middle Name William / Roy Neck

Jason Gregg / Rose / Grow Gone

1169 HR / 9 YRS

1840 HR —

S

S1618

Who They Were and are

1) Coup
2) Citrus
3) Taylor Howard
4) Rupert Freeland
5) John Ramsey
6) Bob Bolton
7) Bob Lucy
8) Gene _____
9) Andy Hatfield
10) Clyde Washburn
11) Robert Coleman
12) RCB
13) Jim Vives
14) Sterling WX
15) Mr Paul Strachan
16) Oliver Swan
17) David Brough
[18) Tho Wheeler]
19) John Poitevent
20) Norman Gillespie
21) David Brogan
22) Mac Feagle
23) Hinton Turnage
24) Clare Gardner
25) Tom Humphreys

1 - OICC
2 - Miami
3 - San Jose
4 - Houston

Marshall —
Hr Sigal —
~~Friday~~ ~~Thursday~~ The 6th —
8:30 AM

all House - Clean all Rugs - Shelves -

1) KBC - Toilet Bowl Brush
Wash KBC Bathmat
Mop Floor
Spray all drawers KBC Room
New Towels
Dry TV, Clean Couch
Lower - Closet Clean

TAC -
Lights Brush
Knobs - Closet
New Towels

Clean Bathroom -
Move TV Set Back -
Spray drawers
Clean all drawers - Wash clothes
Lower
Clean out / Spray Closet
- Foamy Rug
Spray Pin up Tiles
Clean Counter Tops
Upholstery Clean - all Pillows -
move Furn - Mop Floor -

Kitchen

Bigger Mat — 4' x ? — (2)

Take all shelves — Cupboard —
2/18 out Wash — Spray Cupboard —
Shelves — Put Back —

Boost Printers — all out — Clean —
2/19 Spray

all Baskets around — clean —
Wash all Flowers —

Ceiling — Sweep all Bugs out
& Dust Vents
— Clean all Light Fixtures — Replace
all Bad Bulbs

Wash all Kitchen Place Mats, Towels,
Hot Pads

Refrigerator — Clean out & Wash —
& Put upstairs & Paint Touch up

Pantry — Wash all Plastic & Glass Ware

Clean out upstairs Frig & Stairs — 12/15

Red / Yellow / Green / Blue
food Coloring

Wax Paper
Al Foil

Den - Bug Flower Pot -
Green - Jar Tops of Windows)
Rust - Work Flow
Ceiling - Bugs
fire
Pillows - out of Couch & Vacuum
- Upholstery Shampoo - & Dry - Then
Clean.
Bus -
Medicine Cb - all out - clean
all Bacon -
- Ceiling Bugs
- Fresh Linen
- Clean Lights
- wash Sinks
Bedroom - all clothes out / Clean -
Back
Ceiling - Fan - Lights

Thurs

1) Office
2) ~~Attic~~
3) EC's
4) ~~Airports~~
5) John J
6) ~~Service Merch.~~
7) Rich Stores
8) K mart
9) Enlargements
10) SA Photos - BW

Parent's Address

Box to Provo

Ring Size

Collect all Editorial Mags
MAIL
Bills / Cks
Calc Outline
A) ~~Import~~
B) ~~Kappa~~

Calls
1) ~~John~~
2) Bob B.
3) Eastern

Friday
1) Office - 8:30
2) Boston - 10 Am
3) Airports - 6412N

Simac - 1-800-223-1898
Ice Cream Maker

Avcan 3 - Video Board (s)

Wed // Cutting Em For Friday
Call Sab B - By 10 // ~~John R~~ // Monty
Brandon Mall
other Parts 3 w[illegible]

1) Bordines (TAC Sit C.)
2) ~~T. Edwards~~ (~~12~~ n.)
3) ~~Ice Cube~~ Bags - PBC
4) RBC Suit
5) Websters - ~~Watches for~~ Force E
6) Sears - ~~Hot~~ Plate
7) ~~4~~ - 2 Pillows -
8) Tops ~~Xmas Tree~~

Dinner - TAC (Wrap Presents)

Thurs

~~Pick up Year's~~ Is Supps // ~~Lap~~ Penny, Box(es), PBC Paper
SVC Merchandise - Marshall Canon
~~Bois~~ Arts - ~~Frank~~
~~Turn 300, 412 Splice Pins For~~
~~Film~~ Radio PTS - Elis + Cox Jumper
Outlaw - Carol

Calls // Jamie, Doug
Radio Silence - Video Jumpers, Bass

Fri

~~Dream Whip~~
2 Mrs. Smith Pies/Nutrasal

Call George Bell -

Gold Star - Not Some of Presents

- 2 For C&C
- 2 For PBC-VC
- 2 For ~~X~~ Islands

Shelves 4 8 1/2
2 8 3/4 / 11

~~Empower~~
~~Empire~~ ~~Sam~~
~~RBC Clean~~ Scrap
Customer - Clean
2 Pillows

DON'T BUY A
SATELLITE DISH
UNTIL
YOU READ THIS
WARNING!

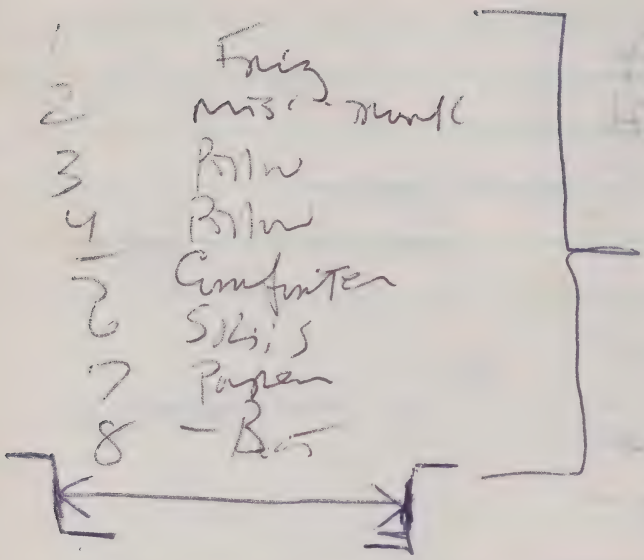
by THE INVENTOR OF
Home Satellite Dishes -
BOB COOPER, JR.

VP5MF
WED AM

14.295 - 8:30

MONDAY

1) Call Manny R.
2) Unload Outline
3) Mag Copy
4) Jim B, 617-272-9600
5) Bridgeport Rod Town



Radio Shack –

1) ~~Spike with protective Plug~~

2) Cables – assembling for Alarm House

1) XMAS TOY – Pat

2) XMAS STICKS

3) Bag – Land's End – PBC

4) Kenny Rogers – Desire

FOILES
285 CUMBERLAND AVE
XENIA OHIO 45385
513-372-9020

MOVE TV'S TO TAC ROOM

CTN VIDEO
SOUND SYSTEM

KIOSKS
SCOTCH TAPE
NAME TAGS
FILM

KONAMI PUZZLE TAPE - DESIRE (?)
SHOW CURTAIN
- 6 PLACE MATS -

1) XMAS TOY - PAT
2) XMAS STICKS
3) BMG - LANDS END - PBC
4) KENNY ROGERS - DESIRE

Still Need – Fl. 18-19-20

Groceries

1) Mrs. Smith Apple-Natural (2)
2) ~~dry Dream Whip~~

Radio Shack

Flashlights, Guts
Nightlights
1.5 Volt LR5, LR9 Batts

✓ ON

A) 175 3 Wheeler Parts
B) Sears Bug Sprayer
C) Pay New/Last Bills
D) John R. ✓
E) Mama ✓
F) Chris S. ... Early Pay-off
G) Bob B – Lunch 12ish Friday
Bank – Change To Pat

Other

Wrapping Paper
Ribbon
Scotch tape
Name Tags
Film

CPTN Video

Sound System

Konami Pyrene Tape – 'Desire' (?)
Shur Curtain
– 6 Place Mats –

372 pieces - $600 pounds

1) upfront - fees - $250

2) 2140 Jeanne Lane
Milpitas Cal 95020

Mill - FLA -

Will test Eqpt.

SSB/Am switch

5708688 – Land's End

PBC Boys – 12/09 at 12:42pm

Doug Dethmers

Thomas Ray 205 328-0640 – Long Sleeve Fun #15,000

Ken – 408 779-7363 Mirage

842-0616

Rod Hudson – 405 258-0497

Sonny – no ones!

Jamie – 314-785-3430

Bob + Pat together in FLORIDA:

Write 2 articles for Chris

Christmas tapes — Lemon Show

Kenny Rogers' tape

Bath and kitchen presents

Jamie's dress 12/18

Flowers

Towels + Sheets for Bob + Pat

Candy for Tasha

Picture frames: Rhonda's present 4 x 6

Lunch with Bob + Estrella

Bank

Underwater machine

Ashtrays

plastic plant trays

Call-Chris — D. Ramsey, Larry S., Keith A.,

Groceries: — Dog carrier

Apples — Attorney - Sign papers

walnuts cheese — Marshall 8:30 Wednesday

- TV Tasha's Room
- aerobics

Look at jacuzzi

For RCA CCR200
Pro Wireless CamCorder

Record Start/Stop Remote CRM010
Long Play Battery CB120 (2)
Standard Battery CB060 (2)
Video/Audio Output Adapter VAA002
Wireless Microphone WM002

B.M. STARK —

1465 E. John Cove

Greenville MS 38701

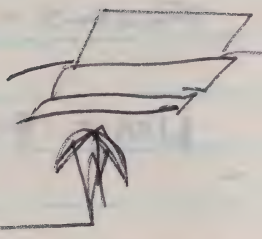
601 - 332 - 2669

Attorney

Michael J. Trent
Suite 1101
Atlantic Bank Bldg
1620 S. Federal Hwy
Pompano Beach Fla.
33062
305/ 943-7800

Attractions

A) James at 4
B) Science of Illusions
C) Science Center update
D) TL at 1 ?
E)



Patti

EA
EA 84
↳ Atlanta

TO ATL
TO MIA 10:51
11:12

463 575

Universal Studios

1) Universal Complete
2) Universal Islands of Adventure — 4
3) Wood Tram, Shuttle
4) Main St Z
5) Rainforest Cafe ?

BK - ✓ Thursday ✗

LIST on Piece Paper - KITCHEN

Flowers - walk straight L

Wed - 8:30 pm

Med / —

Guns - Monday

Notes

1) Balance Sheet as of Time Order Booked -

2a) Sell as Standard Set with Disclaimers -

3) Send 1 Mail to Pts

Set

1) Blank Book

Plus

A) Islands 122K

B) JR - 125K

C) 30 - 115 Net 440K

D) RRS 10K

E)

Less

1) Set - SF

2) 6,41K / STL

Cost

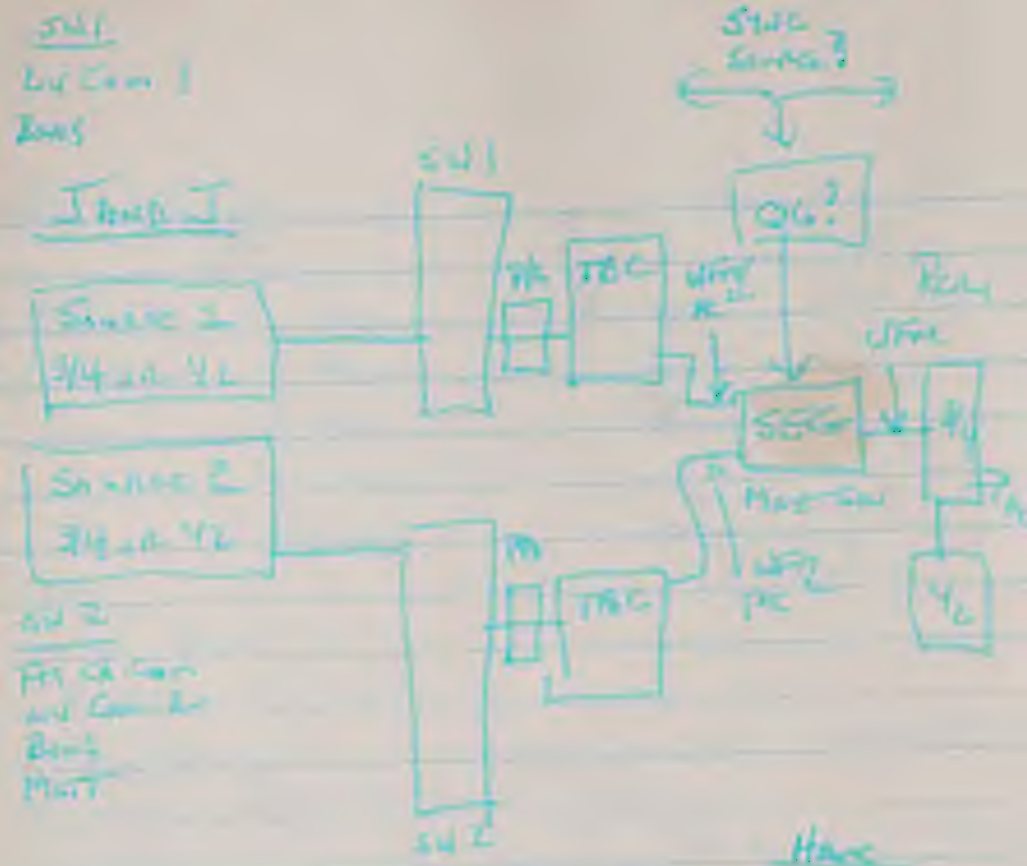
1) STL - 6.80 (C)

2) STL - 495K

122K

(—) 107K

+ H 75K + BK Bal (60?)


SW 1
SW 2
TBC
TBC

Set Schedule

1) Bus – 1 Bus
2) Bus – 2 Bus
3) [redacted]
Class Complete
3/4 Recall

3) Bell
Free Bus?
Unscheduled Activities
Bus Capacity

4) Time – 2:30 pm

5) [redacted]

6) Size – 1 Bus Will

RV Set up

850N — #

850N — #

9240 #

9600 #

Controller

Monitors

4 - Panasonic #340 w/ — No 8pin — CT 1010M

#400 W/Audio CT 1110MA

JVC 9" TM9U — $ #/# W/O Audio

Switcher 3M or 10 or 12 input #101 A+V — $1100

Audio Mixer - WR500 - $1000

6 CH or 8 - meters #P50 ⇒ $1445

Power Amps

Player - Panasonic AG6100 Player | $1185 | #4671

Panasonic 850N / JVC #2750 w / JVC -

Controller 500 / JVC #1275 06 / RM86 OP

9240 / JVC #3600 5210 w — 5550 - $2200

9600 / JVC $5525 w — ~~5550~~ $4437

CR8250

RM 86 Controller — $1100 w

Will Cable

TOTAL INVESTMENT - $162,000

John Paid In - 22, 13, 15 = $50K

JR - 30%
MF - 30%
RBC - 40% -

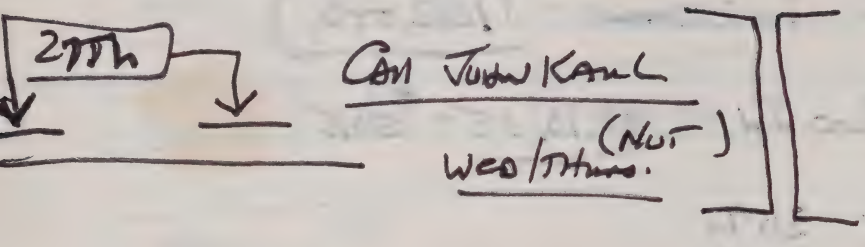
JR WAS TO PAY IN ~~75K~~ For 30% =
~~$2,400 per 1%~~ $2.5K per 1%
- Shirt 25,000 = JR Paid IN enough For
Equivalent of 20%.
Leaves JR 20% →
MF 25% →
PBC/RBC - 55%

Miami

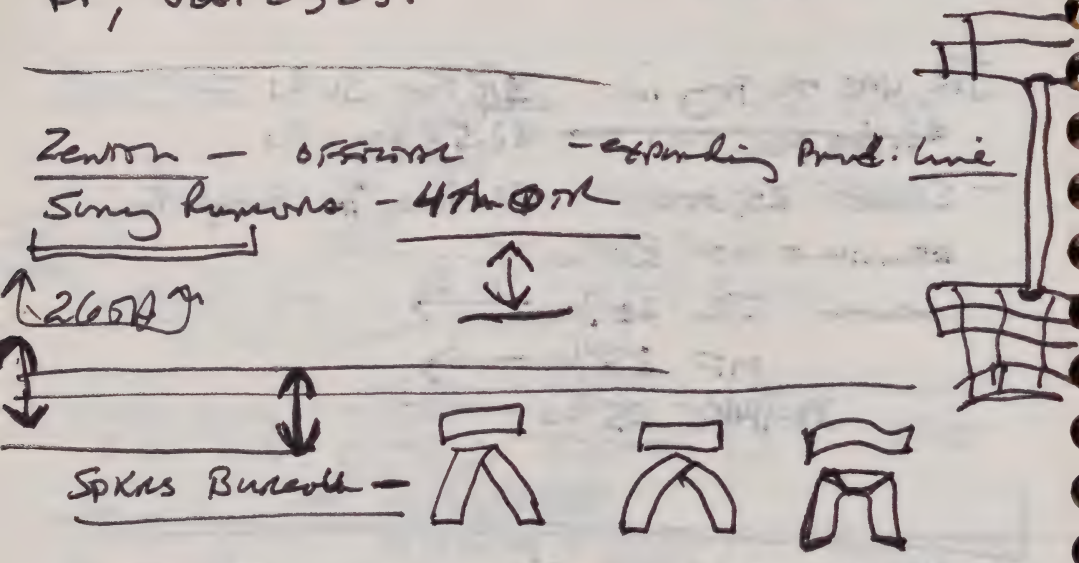
1) 60,000 — 35,000 = $25,000
2) 30,000 — 11.2% =

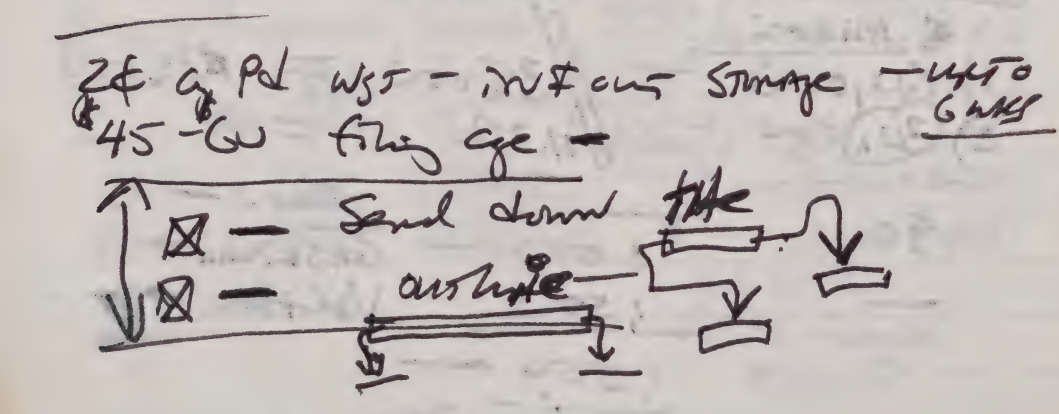
90 — $3,000 — Gas. —
1,500 — GAS & Main —
1,500 — Val + Pecan —
2000

Tuesday night /

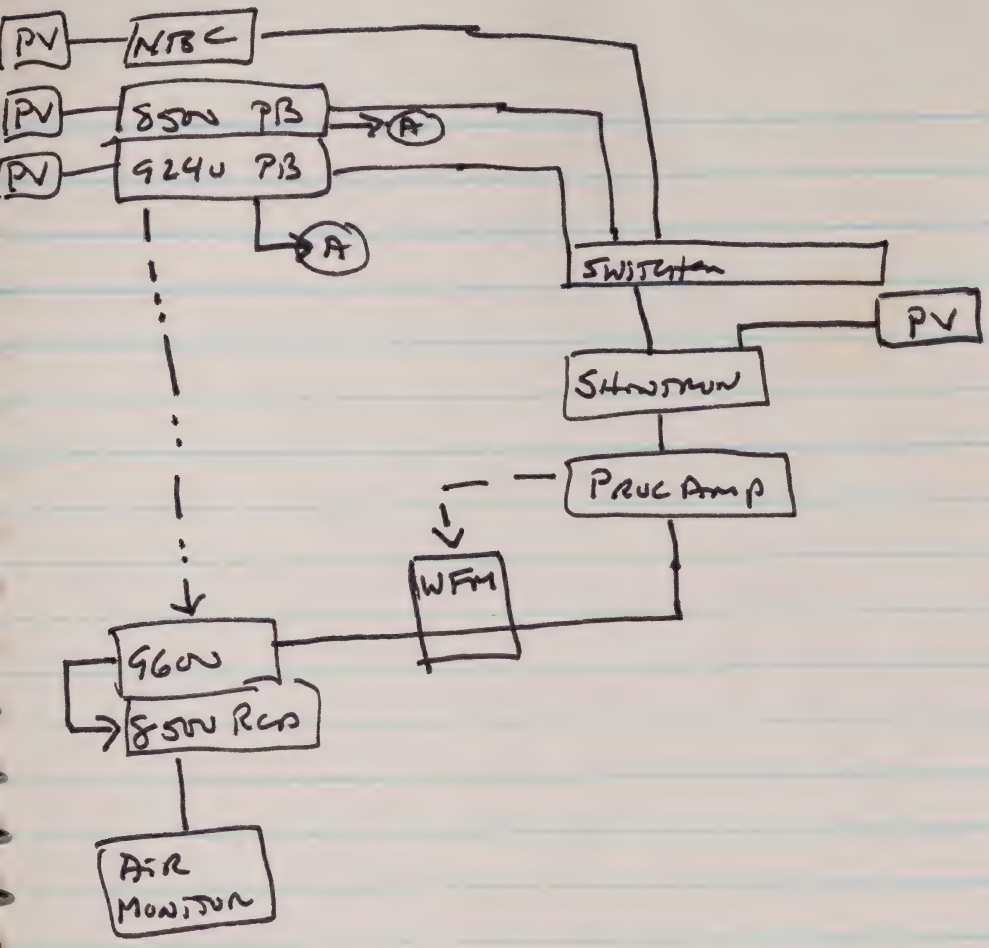


10139 Apricate Rd.
R, Va. 23235

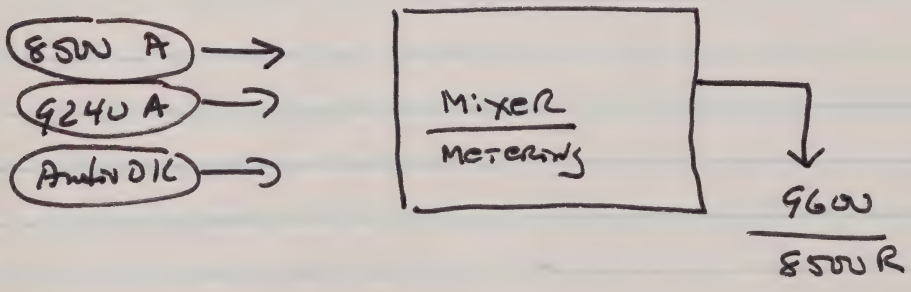




RV


PV
NTBC
PV
850U PB
A
PV
6240 PB
A
SWITCHER
PV
SWITCHER
PROC AMP
WFM
960
850U RCP
AIR MONITOR

AUDIO


850U A
6240 A
AUDIO IC
MIXER
METERING
960
850U R

1) use MAC WRITE, NOT
all ROM DISK

2)

Danny Brantley

EBP

Bob's suit

Fed Exp
Mail Toner Check
n STT Check

Hooks for wall hanging

Captain Video? [illegible]
tape 566 2699 $24.95
Oct 29th

[illegible] Gulf – extra baggage
463 1455

Rings Broken $1000

Carol - PM
1) Jon M's Home Telev - Sat PM
2) Marshall Call

Piedmont - 5:05 pm 29th

B. # 292 8:45 pm -

2d - 12 noon TWA

Carol Call 2

1) No Hearing G - Sat Am?

Turntable
Saran Wrap
~~Kitchen Towels~~

175
Muffler
Brake Cable (Both)
~~Left~~ Lower Hull
Hull Bow

Wrapping paper
ribbon
Scotch tape
name tags
105 V LM5 OR LM6
Jamie =
2½' x 4
11' x 1
Dogs —
2 Pounds - 16¹ —
~~Dog Bowls~~
STEAK KNIFE SET — (printed)
MARSH/Stain Cream
Bank Charge Cards — Savings
Acct # Checking — Confidential

Splices - 4/2 Awg SLW

2 Pillows

Bob:

(2) Mrs. Smiths All Natural juice apple pies

1 Christmas nuts (pkg)

1 White cake mix (Pillsbury or Duncan Hines) chocolate cake mix

1 3 oz. strawberry jello

2 cans strawberries

1 3 oz. instant vanilla pudding

1 box orange jello

1 box lemon jello

1 #2 can crushed pineapple

1 pkg. miniature marshmallows

1 Box dream whip (dry kind)

1 small can cocktail shrimp

horseradish

~~Worcestershire sauce~~

2 boxes Triscuits

1 pound green split peas (dry)

2 pkg. Taco shells for 2 meals

1 hot plate

2 grapefruit cutters

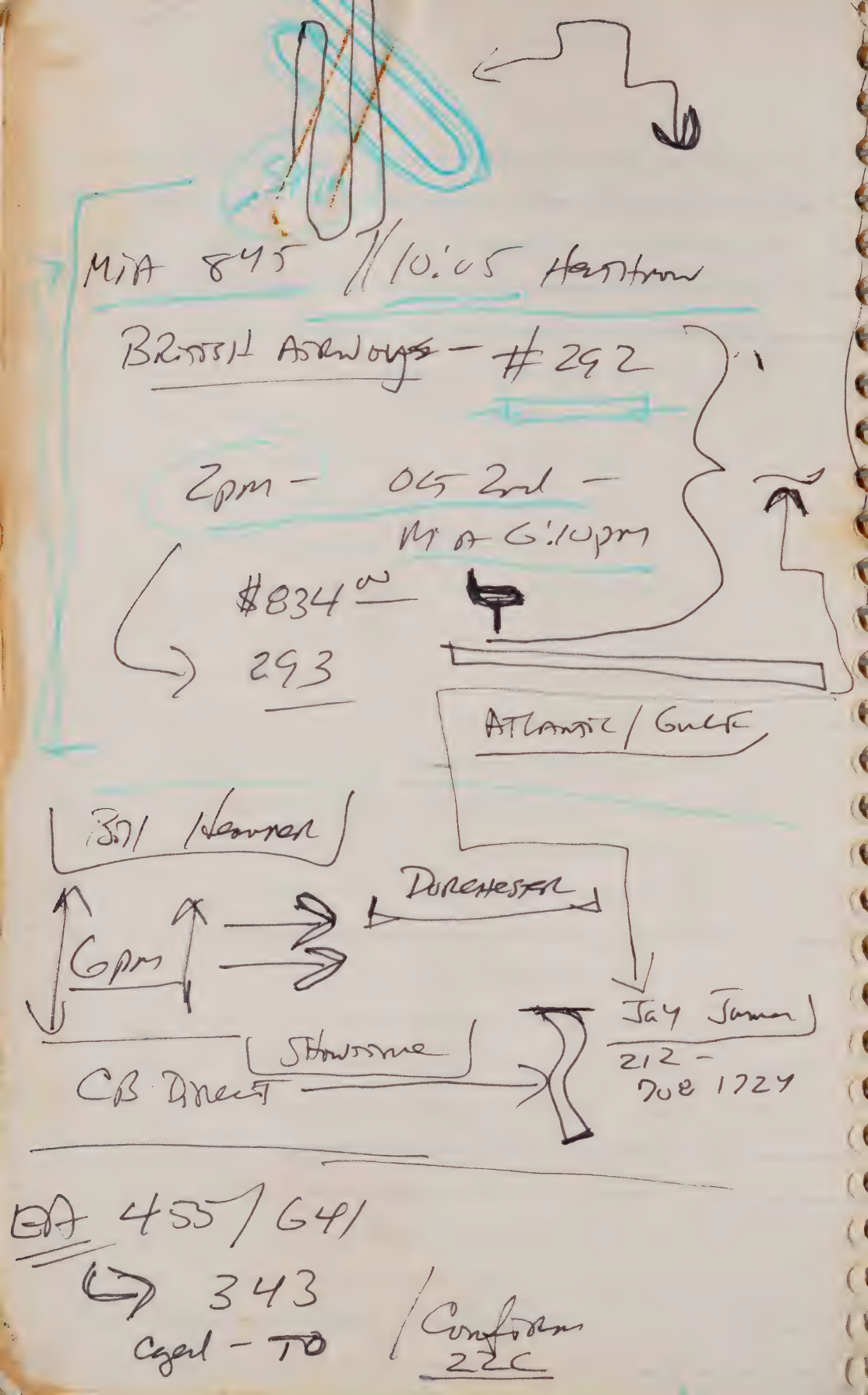
PLASTIC BAGS, GLOVES

Federal Express - LONDON
844 2284 } Call for
574 9574 } pick-up

Account # 1105 3354 3

Shawn Kenny
Boresight
262 Old New Brunswick Rd
Piscataway NJ 08854
201-562-0087

Henry Gillispie — 404-827-2155


MIA 845 // 10:05 Heathrow
British Airways - #292
2pm - 06 2nd -
M at 6:10pm
#834 on
293
Atlantic / Gulf
Jay James
212 -
708 1724
CB Direct

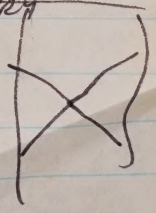
Bill Stark Inv.

1) ~~Air Fare~~ — #414 ~
2) Hotels
   A) KY — $97
   B) Ind — $89
   C) NC — $87
   ~~D)~~
3) Cars — KY + Ind — $314
   - NC — $192
   $183
4) Misc Meals

TOTAL $1376 ~

Bill Stark — Fed Ex — Package of dress shoes for NRO, Rasso Brothers

What happened:
1) John R — Town order
2) Doug's Manufacturers →
3) ~~Call Dallas — Move G — glue and cork delivery~~
4) Fly # & times
5) Earlier Fly option — Fri — ## ? —
   CSD/2



Fed Ex TN
Doug D - 5

Air TN
Chuck Hewitt
RLB

Carol

CSD/2 - Fax 5

- Friday Night to Miami →
- Tele Appt. Fri. Am - Henry Gillespie ? →
  A) Call Peck S. Pat = →
  Where, where London -
  Time, Place
- ~~Have got my book Copy?~~
- Get me Flt # & Plane - To London -

Dorchester Hotel

30 Jan

Pat St. Charles